

Message Text

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PAGE 01 STOCKH 01779 150845Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

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R 150700Z APR 75

FM AMEMBASSY STOCKHOLM

RUEHDC/USDOC WASHDC

INFO SECSTATE WASHDC 4426

AMEMBASSY COPENHAGEN

AMEMBASSY HELSINKI

AMEMBASSY OSLO

UNCLAS STOCKHOLM 1779

FOR BIC/OIM:CAYA/BLAKE

E.O. 11652: NA

TAGS: BEXP, SW

SUBJECT: INDUSTRIAL PROCESS CONTROLS SHOW PROCUREMENT STATUS.

1. REF. USDOC 4455. ROBERTSHAW SCANDINAVIA DISCUSSING
PARTICIPATION WITH DUTCH SUBSIDIARY AT IM - 75 FAIR
END APRIL. SCANDINAVIAN SUBSIDIARY NOTES THAT POTENTIAL
FOR PARTICIPATION HIGH.

2. AB KIHLSTROMS MONOMETERFABRIK AGREES TO MAN BOOTH
IF DWYER INSTRUMENTS WILL PAY FEE. OIM PLEASE DISCUSS
WITH DWYER.

3. REF. USDOC 3651. AEROMATERIAL AB REFERRED STC
INQUIRY TO ENGLISH SUBSIDIARY OF DOUBLE PRODUCTS CO.,
REPLY AWAITED. GUNNAR ASPLUND IS DOUBTFUL REGARDING
WHETHER THESE HYDRAULIC PRODUCTS FIT THE SHOW THEME.

4. REF: USDOC 2837. AKE HANSSON TECHNITRON AB DECLINES
BASED ON HIS PARTICIPATION IN IM-75.

5. JAN PETTERSSON TELEINSTRUMENT AB DECLINES FOR BURR-
BROWN RESEARCH CORP., CONSIDERING IM-75 SHOW EXPOSURE
AMPLE AT THIS TIME.

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6. MR. ANNERTVIK, FISHER & PORTER AB INTERESTED. ANNERTVIK WILL DECIDE AFTER REVIEW OF PROMOTIONAL MATERIALS.

7. PRESIDENT BO LINDVALL, BECKMAN INSTRUMENTS AB IS NOT ENTHUSIASTIC, BUT HAS DEFERRED DECISION PENDING REVIEW DISCUSSION WITH L. SCHMIDT.

8. BELOS AB FOR A.O. SMITH CORP. INTERESTED, WILL DECIDE SOON.

9. TRW CONTROLS AB IS DISCUSSING POSSIBLE PARTICIPATION WITH PRINCIPALS. STC DIRECTOR WILL ENCOURAGE COMPANY DIRECTOR BY PERSONAL VISIT.

10. CONTROLASCO BV WILL PARTICIPATE FOR AUTOMATIC SWITCH CO., FLORHAM PARK NEW JERSEY 07932. M. VAN LENTHE ADVISED STC THAT MDF AND PC'S WERE "ALREADY FORWARDED TO WASHINGTON". STC ASSUMES OIM WILL FORWARD PA OR ADVISE STC.

11. ERIK FERNER AB, REPRESENTING BENDIX, DATACAP, WILL DISCUSS WITH PRINCIPALS AT IM-75 EXHIBITION NEXT WEEK. STC CONSIDERS FERNER GOOD PROSPECT BASED ON FIRST SOUNDING.

12. STC SENDING PROMOTION TEAM TO IM-75 FAIR TO WORK ON LOCAL AGENTS.
STRAUSZ-HUPE

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